

**Appendix C, Pricing Index**  
**DIR-TSO-3972**  
**Layer 3 Communications (Texas), LLC**

Products		
Manufacturer / Brand	Category / Description	DIR Customer Discount % off MSRP
Palo Alto	Firewall Hardware & Software Solution	31.00%
Palo Alto	Firewall Software	25.00%
Fortinet	Firewall Hardware & Software Solution	28.00%
Fortinet	Firewall Software	26.00%
F5	Security Appliances Hardware & Software Solution	12.00%
F5	Security feature Suites Software	12.00%
Tenable Network Security	Security Software Suites	13.00%
Related Service		
Service Category	Detailed Service Description	DIR Customer Discount % off MSRP
Installation	Customized Installation Service of Firewall solution	30.00%
Training	Customized Security Training - Daily rate	30.00%
Palo Alto	Support	5.75%
Fortinet	Support	10.00%
F5	Support	6.00%
Tenable	Support	5.00%
Additional Discount Based On Aggregate Sales		
Contract Sales Threshold	Product or Category Description	Total Discount
50,000+	Installation Services	40.00%
IT Security Services		
Service Category	Detailed Service Description	DIR Customer Discount % off MSRP
Vulnerability Analysis	Deep analysis of current posture against attack with detailed recommendations for addressing each area of vulnerability. Sold in blocks.	30.00%
Intrusion Detection	Intrusion Detection testing including monitoring, external scans, internal scans, remote access audits, etc. Sold in blocks.	30.00%
Architecture Analysis	Detailed look at network configuration to evaluate and recommend techniques to secure the network. Sold in blocks.	30.00%
Policy Review and Recommendation	Review policies that meet security and communications needs. Sold in blocks.	30.00%
Remediation Planning and Implementation	Remediation Planning and Implementation. Sold in blocks.	30.00%

**Important Note:** Vendor's quote to DIR customers shall include the DIR Administrative Fee. The fee will be added after the discount is applied to the MSRP.

**Appendix C, Pricing Index**  
**DIR-TSO-3972**  
**Layer 3 Communications (Texas), LLC**

<b>Additional Discount Based On Aggregate Sales</b>		
<b>Contract Sales Threshold</b>	<b>Product or Category Description</b>	<b>Total Discount</b>
\$50,000.00	Deep analysis of current posture against attack with detailed recommendations for addressing each area of vulnerability. Sold in blocks	40.00%
\$50,000.00	Intrusion Detection testing including monitoring, external scans, internal scans, remote access audits, etc. Sold in blocks	40.00%
\$50,000.00	Detailed look at network configuration to evaluate and recommend techniques to secure the network. Sold in blocks.	40.00%
\$50,000.00	Review policies that meet security and communications needs. Sold in blocks.	40.00%
\$50,000.00	Remediation Planning and Implementation. Sold in blocks	40.00%
<b>Managed Services</b>		
<b>SERVICE CATEGORY</b>	<b>Detailed Service Description</b>	<b>DIR Customer Discount % off MSRP</b>
Security Appliance Services	Customizable SLA of remote servicing and monitoring of Security Appliances	30.00%
Vulnerability Management Services	Customizable SLA for active management of vulnerabilities	30.00%
SIEM	Customizable SLA for Security Information Element Management	30.00%
<b>Additional Discount Based On Aggregate Sales</b>		
<b>Contract Sales Threshold</b>	<b>Product or Category Description</b>	<b>Total Discount</b>
\$50,000.00	Customizable SLA of remote servicing and monitoring of Security Appliances	40.00%
\$50,000.00	Customizable SLA for active management of vulnerabilities	40.00%
\$50,000.00	Customizable SLA for Security Information Element Management	40.00%

**Important Note:** Vendor's quote to DIR customers shall include the DIR Administrative Fee. The fee will be added after the discount is applied to the MSRP.